



CANNON BUILDING  
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**STATE OF DELAWARE  
REAL ESATE COMMISSION  
REAL ESTATE EDUCATION COMMITTEE**

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, June 7, 2018 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
Second Floor Conference Room A  
Dover, Delaware**

**MINUTES FOR APPROVAL: August 2, 2018**

**MEMBERS PRESENT**

Michael Rushe, Kent County, Public Member, Chairperson  
Judy Dean, Sussex County, Professional Member  
Debbie Oberdorf, Kent County, Professional Member  
Juli Giles, New Castle County, Professional Member  
Sal Sedita, Sussex County, Professional Member  
Maggie Scarborough, Kent County, Professional Member

**MEMBERS ABSENT**

Barbara Brodoway, New Castle County, Public Member, Vice-Chairperson  
Chrissy Steele, Sussex County, Professional Member  
Denise Tatman, Sussex County, Public Member

**DIVISION STAFF**

Nicole Williams, Administrative Specialist III

**OTHERS PRESENT**

No others were present.

**CALL TO ORDER**

Mr. Rushe called the meeting to order at 9:39 a.m.

**REVIEW OF MINUTES**

The Committee reviewed the minutes from the May 5, 2018 meeting. Ms. Scarborough moved, seconded by Ms. Dean, to approve the May minutes as written. By unanimous vote, the motion carried.

**UNFINISHED BUSINESS**

**Ratification of Instructor Re-application for Dominic Balascio**

The Committee discussed the re-application for Mr. Balascio. Mr. Rushe advised that he would approve Mr. Balascio for the courses he was previously approved for except for the real estate pre-licensing courses in orientation, sales, and mathematics. He would only approve for the real state pre-licensing law course.

Mr. Rushe moved, seconded by Ms. Oberdorf, to approved Mr. Balascio for the courses in which he was previously approved excluding pre-licensing orientation, sales, and mathematics. By unanimous vote the motion carried.

## **NEW BUSINESS**

### **Update from Commission**

There was no update from the Commission at this time.

### **Review of Course Provider Application(s)**

Ms. Giles moved, seconded by Ms. Oberdorf, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

#### **The CE Shop, Inc.**

Uncle Sam has Homes for Sale: Listing and Selling HUD Homes **Approved**  
Module(s): 7  
Credit Hours: 3

Roadmap to Success: Business Planning for Real Estate Professionals **Approved**  
Module(s): 7  
Credit Hours: 3

Enhance Your Brand and Protect Your Clients with Data Privacy and Security **Approved**  
Module(s): 7  
Credit Hours: 3

#### **Association of REALTORS School**

Accredited Buyer Representation (ABR) **Approved**  
Module(s): 6 and 7  
Credit Hours: 6

Short Sales and Foreclosures (SFR) **Approved**  
Module(s): 6 and 7  
Credit Hours: 6

Seller Representative Specialist (SRS) **Approved**  
Module(s): 6 and 7  
Credit Hours: 6

Effective Negotiating for RE Professionals **Approved**  
Module(s): 6 and 7  
Credit Hours: 6

#### **OMEGA Real Estate School**

Core Module 1-Agency, Fair Housing & Ethics **Approved**  
Module(s): 1  
Credit Hours: 3

Core Module 2-The Agony, Ecstasy & Ethics of Co-Broking **Approved**  
Module(s): 2  
Credit Hours: 3

Core Module 3-The Agreement of Sale & the Listing Agreement      **Approved**  
Module(s): 3  
Credit Hours: 3

Core Module 4-How Has Technology Impacted the Real Estate Business      **Approved**  
Module(s): 4  
Credit Hours: 3

Core Module 7-Non-Verbal Sales Strategies      **Approved**  
Module(s): 7  
Credit Hours: 3

New Licensee Module 1-Your Promise to Professionalism      **Approved**  
Module(s): New Licensee Module 1  
Credit Hours: 3

New Licensee Module 2-The Agreement of Sale      **Approved**  
Module(s): New Licensee Module 2  
Credit Hours: 3

New Licensee Module 3-The Delaware Statewide Listing Agreement      **Approved**  
Module(s): New Licensee Module 3  
Credit Hours: 3

New Licensee Module 4-Real Estate Professionalism      **Approved**  
Module(s): New Licensee Module 4  
Credit Hours: 3

Long & Foster Institute of Real Estate  
Realtor Safety and Self Defense      **Approved**  
Module(s): 7  
Credit Hours: 3

Delaware 99-Hr Pre-Licensing Course      **Approved**  
Module(s): Pre-licensing  
Credit Hours: 99

Ward & Taylor, LLC  
Agency and Fair Housing      **Approved**  
Module(s): 1  
Credit Hours: 3

Real Estate Jeopardy-Real Estate Documents & Practices      **Approved**  
Module(s): 3 and 6  
Credit Hours: 3

Real Estate Jeopardy-Office Management & Legislative Issues      **Approved**  
Module(s): 4 and 5  
Credit Hours: 3

Disclosures      **Approved**  
Module(s): 5  
Credit Hours: 3

Delaware Association of REALTORS®  
Agency & Fair Housing      **Approved**  
Module(s): 1  
Credit Hours: 3

Not Your Mother's Ethics Class!      **Approved**  
Module(s): 2  
Credit Hours: 3

Professional Standards      **Approved**  
Module(s): 2  
Credit Hours: 3

Real Estate Documents      **Approved**  
Module(s): 3  
Credit Hours: 3

First Time Home Buyers-Guiding a Buyer into a First Home      **Approved**  
Module(s): 3  
Credit Hours: 3

Introduction to Commercial Real Estate      **Approved**  
Module(s): 6 or 7, NOT 5  
Credit Hours: 6

What Every Agent Should Know-Pricing Property, Rental & Property Management      **Approved**  
Module(s): 6 OR 7  
Credit Hours: 3

Understanding Older Homes and Their Peculiarities      **Approved**  
Module(s): 7  
Credit Hours: 3

zipForm Fundamentals: Master Your Free zipForm Member Benefits      **Approved for Module 7 only**  
Module(s): 7 only, NOT 3  
Credit Hours: 3

Safety Course for Real Estate Professional      **Approved**  
Module(s): 7  
Credit Hours: 3

### **Review of Instructor Applications**

Ms. Giles moved, seconded by Ms. Tatman, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Martha Lowe - Renewal      **Approved**

Henry Wooding - Update to Current Approval      **Approved**

Mark Randolph - Renewal      **Approved**

Walter Taraila - Re-application      **Approved**

Tracie Baichi - New Application      **Approved**

Matt Mittman - New Application

**Approved to teach Module 7 only**

Andrew Wetzel – Re-application

**Approved**

Laura Clark Prasad - New Application

**Approved**

**CORRESPONDENCE**

There was no correspondence for the Committee to review or discuss.

**OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

Mr. Rushe advised the Committee that their July meeting is the day after a holiday and suggested pushing the July meeting to August. The Committee agreed. Ms. Dean moved, seconded by Mr. Rushe, to push July meeting to August. By unanimous vote, the motion carried.

**PUBLIC COMMENT**

There was no public comment.

**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, August 7, 2018 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**ADJOURNMENT**

There being no further business, Ms. Dean moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:44 a.m.

Respectfully submitted,



Nicole M. Williams  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*